

Message Text

UNCLASSIFIED

PAGE 01 HONG K 10507 311122Z
ACTION COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 /021 W
-----127590 311910Z /50
R 310745Z AUG 77
FM AMCONSUL HONG KONG
TO SECSTATE WASHDC 6516

UNCLAS HONG KONG 10507

E.O. 11652: N/A
TAGS: BENC, HK
SUBJECT: MAJOR PROJECT: KOWLOON-CANTON RAILROAD (KCR)

REF: (A) STATE 194165, (B) HONG KONG 9004

1. REGINALD E. GREGORY, GEN. MGR. KCR, TOLD COMOFF TRAIN CONTROL/SIGNALLING ASPECT OF PROJECT DESCRIBED REFTEL (B) WILL BE TENDERED SEPARATELY. WILL BE SIMILAR IN SIZE TO THAT BETWEEN HUNG HOM AND SHATIN WHICH WAS PRICED IN NEIGHBORHOOD OF HK\$10-11 MILLION. GREGORY SAID KCR EXPECTS COST OF SHATIN - TAIPO MARKET SECTION TO BE SIMILAR. HE STATED WINNER OF EARLIER CONTRACT DOES NOT REPEAT NOT HAVE SPECIAL ADVANTAGE REGARDING NEW TENDER; ALL BIDDERS WILL BE EVALUATED EQUALLY, WITH PRICE BEING MAJOR CRITERION. GREGORY ADDED THAT IF ANOTHER FIRM BID SUCCESSFULLY, ITS COSTS MIGHT BE SLIGHTLY HIGHER DUE TO NECESSITY OF INTERFACING WITH PRIOR MANUFACTURER'S SYSTEM. THAT WILL BE EVEN MORE OF A PROBLEM IF YET A THIRD MANUFACTURER WERE TO WIN EVENTUAL CONTRACT ON TAIPO MARKET - LOWU SECTION.

2. GREGORY SAID USE OF LOCAL AGENT MIGHT HAVE HURT WABCO'S LAST BID, WHICH HE SAID WAS QUITE HIGH, DUE TO COMMUNICATIONS PROBLEMS. TO PREVENT THAT HAPPENING THIS TIME, HE SUGGESTED ANY WABCO ENGINEERING PERSONNEL WHO MIGHT BE TRAVELLING IN ASIA VISIT HIM FOR DISCUSSIONS AND ON-SITE INSPECTION.
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3. COMMENT: POSSIBILITY OF ENTIRE TRAIN CONTROL/SIGNALLING SYSTEM BEING SOURCED FROM MORE THAN ONE VENDOR DOES NOT APPEAR TO DISTURB GREGORY, WHO POINTED OUT BRITISH RAILWAYS USE THREE MANUFACTURERS FOR THEIR SIGNALLING SYSTEM.

4. FYI: GREGORY SAID PRC TENDS TO FOLLOW LEAD OF KCR
REGARDING SYSTEMS AND QUIPMENT.
CROSS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
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Control Number: n/a
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Sent Date: 31-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
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From: HONG KONG
Handling Restrictions: n/a
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Original Classification: UNCLASSIFIED
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TAGS: BENC, HK
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